

EMERGING ISSUES FORUM PRESENTATION



Zeece

and Associates, LLC



WHAT WE DO

❑ BIOTECH

- ❑ BIOTECH CONNECTOR WETLAB INCUBATOR-2017-2020
- ❑ INDUSTRIAL BIOLOGY RECRUITMENT 2019

❑ INDUSTRIAL WORKFORCE SERVICES

- ❑ REGISTERED APPRENTICESHIP DEVELOPMENT 2019 (FIRST CONTRACT IN NORFOLK)

❑ PROCESS CONSULTING

- ❑ STATE AGENCIES 2017 & 2019

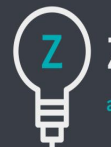
❑ CASE STUDIES AND ANALYSIS

- ❑ 2018 NEBRASKA WORKFORCE ASSESMENT
- ❑ 2019 CASE STUDY FOR NON-PROFIT



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BIOTECH CONNECTOR WETLAB INCUBATOR





WHAT IS BIOTECH CONNECTOR?

The BTC is the first wet-lab incubator in Nebraska

- ❑ catalyzing commercial R&D
- ❑ empowering entrepreneurial scientists
- ❑ mentoring startup biotech firms
- ❑ developing collaborative partnerships that launch biotech companies and help grow Nebraska.

Lab operations began in September, 2017



WHAT PROBLEM DOES THE BIOTECH CONNECTOR SOLVE?

Life science entrepreneurs require unique and expensive equipment and space. They also face daunting barriers to entry, including, intellectual property analysis and protection, intensive capital needs, and regulatory requirements. Prior to the BTC, Nebraska had no easily accessible commercial wet-lab space for biotech startup companies.

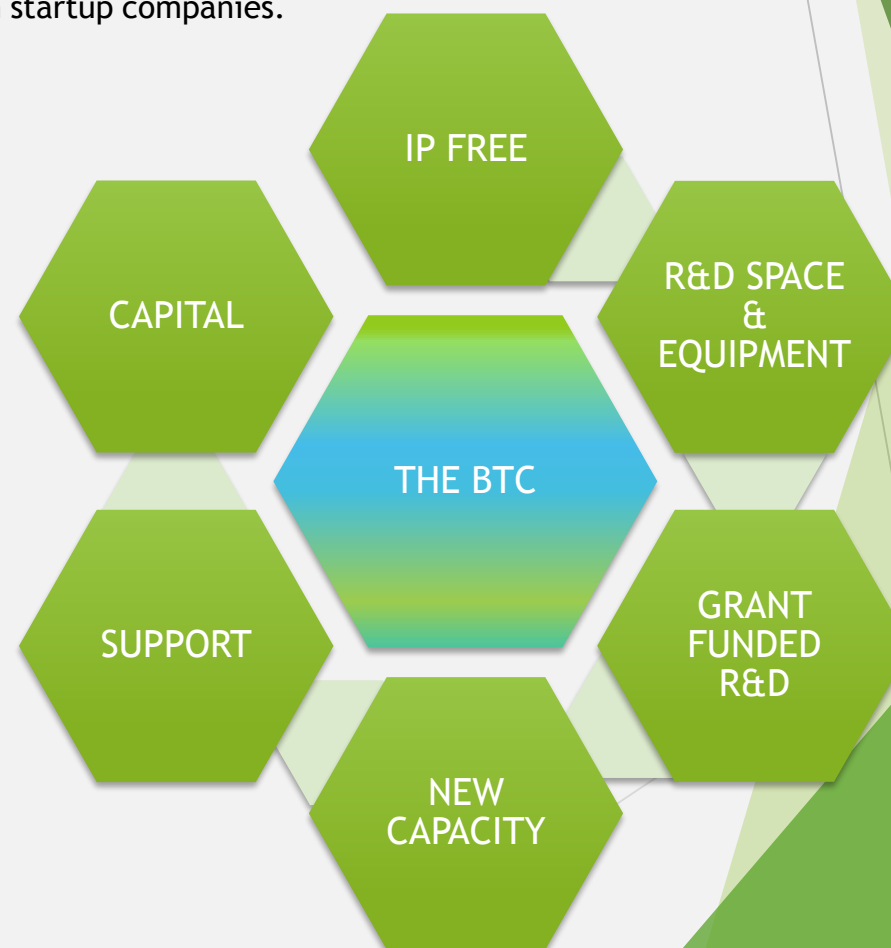
- ❑ access to over 7700 square feet of well equipped wet lab space
- ❑ provides equipment and services needed for bench startup companies and commercial research
- ❑ rental options ranging six linear feet of bench space to over 1500 sq. ft. of dedicated laboratory space



BIOTECH CONNECTOR OFFERS:

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- ❑ Unique Space, Equipment, & Support
- ❑ IP Free Space
- ❑ Industry Support
- ❑ Non-Dilutive Grant Opportunity Support
- ❑ Help In Preparing to Seek Capital
- ❑ New Capacity for Nebraska





Incubator Partners





COMPANY PROGRESS

METRICS

Inception: 5 FTE, 2 PT
Current: 8 FTE, 3 PT
Total Capital Raised to Date: \$5.3M

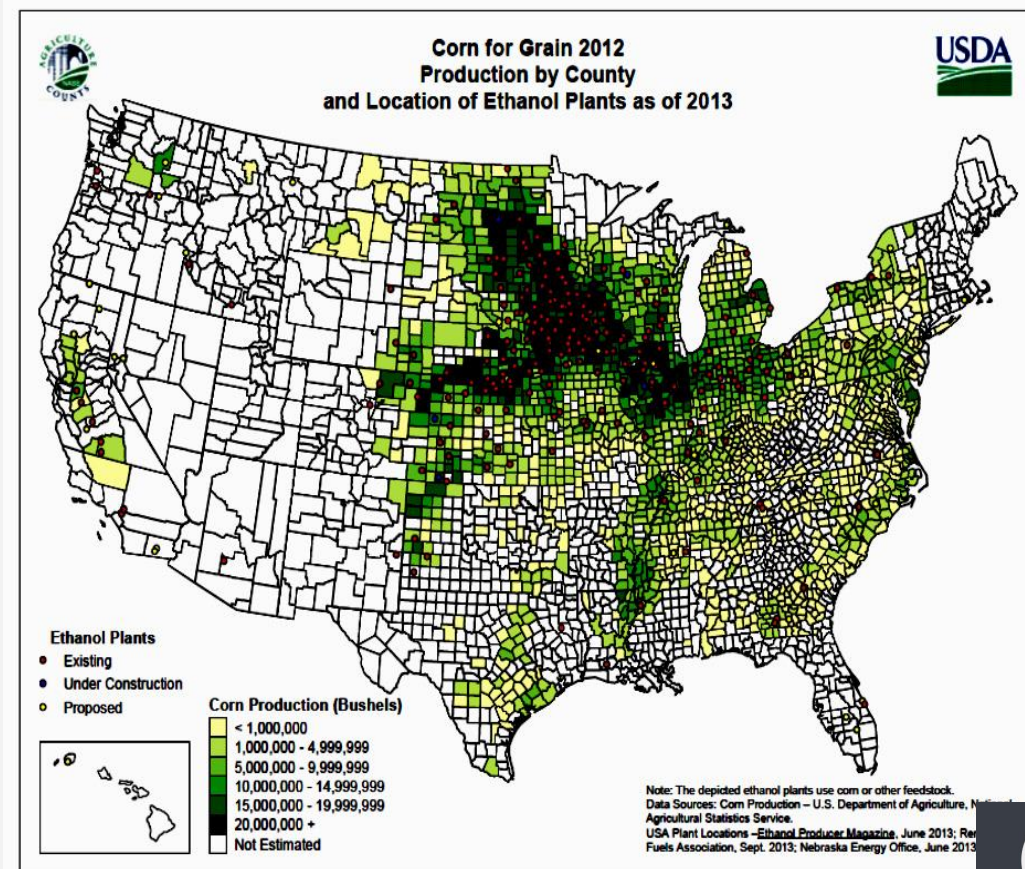
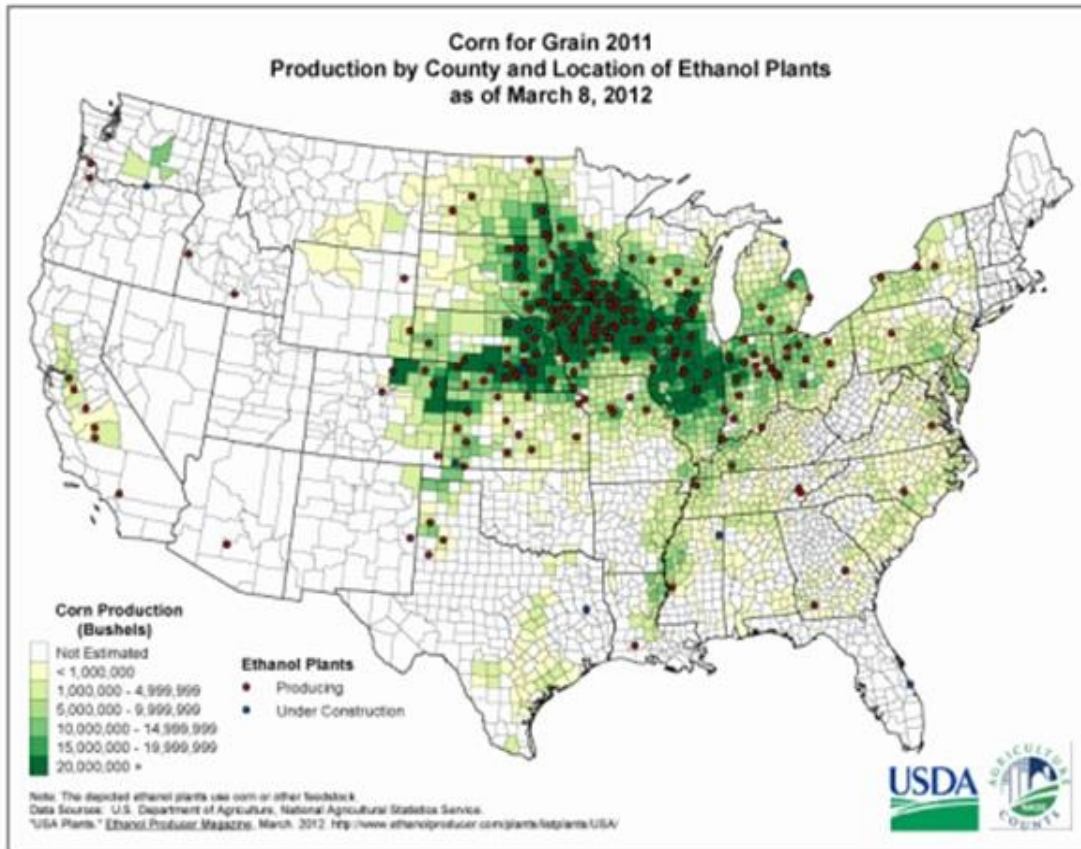
INDUSTRIAL BIOLOGY RECRUITMENT



Feedstocks, Proximity

Ethanol Production:
25 plants- over 8 billion liters

Corn: 1.68 billion bushels
(402 million tons)



INDUSTRIAL BIOLOGY-OUTREACH APPROACH

- ❑ Seek out emerging value-added technologies partners from top industrial biology firms and research institutions. Close partnership with the Nebraska Department of Economic Development
- ❑ Efforts began at Biotech connector/Invest Nebraska
- ❑ In 2018, multiple visits to industrial biotech companies and research centers in Europe
- ❑ 2019, So far two companies set to visit Nebraska potential sites and one collaborative proposal.
- ❑ 2019 Efforts continue in Europe and the US.



INDUSTRIAL WORKFORCE SERVICES





WHAT WE DO

Zeece and Associates, LLC (ZA) provides busy organizations with new opportunities to gain control of workforce outcomes. We help companies to implement registered apprenticeship and other specialized training programs.

- ❑ We act as an employer advocate. ZA helps companies that might not otherwise have the bandwidth to implement the program.
- ❑ ZA provides an assessment, organizes resources, brings in partners, and implements the program on site. Engagements can be completed in as little as 2.5 months and are very cost effective.
- ❑ Zeece and Associates, LLC also leverages partnerships that connect organizations to new pipeline opportunities and candidates.
- ❑ ZA can create your curriculum and assessments for you to administrate on site and online.



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- ❑ ASSESSMENT
- ❑ DESIGN-CURRICULUM DEVELOPMENT
- ❑ IMPLEMENTATION
- ❑ GOVERNANCE & TOOLS
- ❑ PIPELINE-CONNECTIONS



PROCESS CONSULTING-CASE STUDIES





PROCESS CONSULTING & CASE STUDIES

In addition to our workforce services and industrial biology contracts, in 2019 we are currently helping a state agency with process consulting and we are also contracted to complete a biotech industry case study for a non-profit.

- In 2018, Zeece and Associates, LLC completed a Workforce Landscape Assessment Study for a Nebraska non-profit.

QUESTIONS?

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